

It Takes Courage (& a Good Realtor) to Sell One House & Buy Another

A big reason why would-be sellers don't put their homes on the market is that they can't count on finding a replacement home to buy.

Homeowners know there is no better time than now to sell their home for top dollar, but at the same time they know it will be challenging to find and buy a replacement home. No one wants to be homeless!

Those who can buy their replacement home without selling their current home are in the best position to compete for homes to

buy. These buyers wait until they have moved into their new home before putting their old home on the market, and they have the luxury of moving from one house to the next without being rushed.

Others who can "play" in this tight market are those with someplace to live temporarily (such as a relative's house) if they're not able to find their replacement home quickly.

Other sellers have negotiated extended occupancy after closing (called a rent-back), moved into extended stay hotels and even

moved into their RV's temporarily.

If a buyer wants to maximize their chances of coordinating the two transactions, my recommendation is to list their current home at price that is low enough to attract multiple offers. That way, they can pick and choose the buyer who gives them the most flexibility on closing dates, rent-backs or other accommodation.

In "normal" times, a seller might choose to rent until he finds a home to buy, but nowadays rentals are just as scarce as homes to purchase, so that option is basically unavailable.

I've written previously about how the agents at Golden Real Estate are able to compete effectively on behalf of their buyer clients in multiple offer

scenarios, such as by offering free moving to the seller. In this market you need a skilled Realtor both as a seller and as a buyer. Succeeding without such help can be much harder.

Wanted: Homes for 2015 Tour of Solar & Sustainable Homes

Golden Earth Days is seeking homes to include on this year's Golden Solar Tour, which happens annually on the first Saturday in October. If your home has great sustainable features — not just a solar PV system — we'd like to know about it.

Contact me (see phone and email info below) or Sheila Townsend at (720) 312-5948 or sheilatownsend@q.com for more info.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

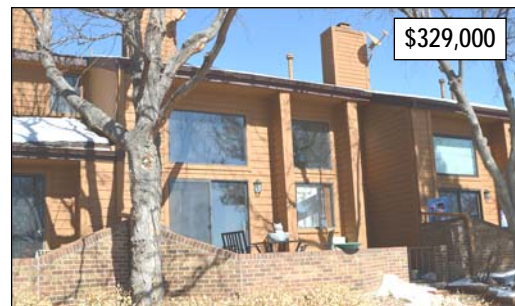
This Week's Featured Listings From Golden Real Estate



This kind of opulence is more common in Aspen and Vail than in Golden. This home at 1552 Jesse Lane was built in 2012 by a globe-trotting Golden couple with homes in Wisconsin and Florida who never expected to sell it, but now you have the opportunity to make it your own special home. Enjoy a main-floor master suite with an amazing walk-in cedar closet and master bath with steam shower and extra deep tub. Step outside the master suite onto a deck with a top-of-the-line hot tub next to a terrific water feature and outdoor gas fireplace. Use one of two staircases or the elevator to access the two guest suites and fourth bedroom upstairs, or the fifth bedroom in the basement. All three levels (and the garage!) enjoy high-efficiency radiant floor heating. The gourmet kitchen includes granite counters, GE Monogram appliances and more. Click on the video tour link at www.GoldenMansion.info to take a guided video tour showing all the features of this special home. There are two more virtual tours, including a slideshow and flyover. Open Sat., 1-4 pm. Listed by Jim Smith.



This 4,042-sq.-ft. duplex at 12582-12584 West 12th Place is in extraordinary shape compared to every other duplex I have seen in recent years! No expense was spared by the seller in preparing this home for market. There are newer hot water heaters, new paint, new carpeting, 2 newer central A/C units, and one newer furnace. The unit on the left has 4 bedrooms and 2½ bathrooms; the unit on the right has 2 bedrooms and 1 bathroom. Both units have 1-car garages and fenced yards. Video tour at www.WideAcresDuplex.info. Open Saturday 1-4 pm. Just listed by Karon Hesse, 303-668-2445.



This unique condo at 9400 W. Iliff Ave. #172 has a beautiful view of the Cherry Creek Golf Club from the patio. This very sunny and bright updated home has new laminate wood floors in the living room and new tile floors in bathrooms. The kitchen has hardwood, stainless steel appliances and Corian countertops. A large open loft area is perfect for an office or sitting room. The finished basement has a newly tiled bathroom and shower. This unit has a 2-car garage and lots of storage space! More pictures and info at www.WindStreamCondo.info. Just listed by David Dlugasch, 970-209-5941.



All Agents Are Certified EcoBrokers

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